### FEBRUARY

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<td>Oakbrook Terrace IL</td>
<td>Holiday Inn Chicago - Oakbrook Terrace</td>
<td>(630) 833-3600</td>
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<td>4-7</td>
<td>Lincoln NE</td>
<td>Country Inn &amp; Suites</td>
<td>(402) 476-5353</td>
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<td>11-14</td>
<td>San Diego CA</td>
<td>Best Western PLUS Hacienda Hotel - Old Town</td>
<td>(619) 298-4707</td>
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<td>Greenwood Village CO</td>
<td>Doubletree - Denver Tech Center</td>
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<td>New York NY</td>
<td>NYC Seminar And Conference Center</td>
<td>(646) 336-4455</td>
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<td>18-21</td>
<td>Miami FL</td>
<td>Hyatt Regency Miami</td>
<td>(305) 358-1234</td>
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<td>18-21</td>
<td>Nashville TN</td>
<td>Radisson Hotel</td>
<td>(615) 889-9090</td>
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<td>18-21</td>
<td>Columbus OH</td>
<td>Sheraton at Capitol Square</td>
<td>(614) 365-4500</td>
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<td>18-21</td>
<td>Kansas City MO</td>
<td>Sheraton Suites Country Club Plaza, KCMO</td>
<td>(816) 931-4400</td>
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<tr>
<td>25-28</td>
<td>Charlotte NC</td>
<td>Charlotte Mecklenburg Police Academy</td>
<td>(704) 432-1635</td>
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### MARCH

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<td>Houston TX</td>
<td>Hilton Houston Galleria Area</td>
<td>(713) 977-7911</td>
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<td>10-12</td>
<td>Medford, OR</td>
<td>Hilton Garden Inn</td>
<td>(541) 200-6900</td>
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<td>10-13</td>
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<td>Hilton Garden Inn Cleveland Airport</td>
<td>(216) 898-1898</td>
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<td>(602) 534-5613</td>
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<td>(907) 343-6400</td>
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<td>(251) 436-8787</td>
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<td>24-27</td>
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<td>(501) 375-2100</td>
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<td>24-27</td>
<td>Los Angeles CA</td>
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<td>(213) 617-1133</td>
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<td>24-27</td>
<td>Ellicott City MD</td>
<td>Turf Valley Conference Center</td>
<td>(410) 465-1500</td>
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<tr>
<td>31-3</td>
<td>Philadelphia PA</td>
<td>Courtyard Marriott Philadelphia South</td>
<td>(215) 644-9200</td>
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<td>Santa Fe NM</td>
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<td>(505) 473-2800</td>
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<td>6-9</td>
<td>Southgate MI</td>
<td>Holiday Inn - Southgate</td>
<td>(734) 283-4400</td>
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<td>14-17</td>
<td>New Orleans LA</td>
<td>Doubletree New Orleans</td>
<td>(504) 581-1300</td>
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<td>Hilton Garden Inn - IN Greenwood</td>
<td>(317) 888-4814</td>
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<td>Hilton St. Louis Downtown</td>
<td>(314) 554-7092</td>
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<td>28-1</td>
<td>Cincinnati OH</td>
<td>Courtyard Midtown Rookwood</td>
<td>(513) 672-7100</td>
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<tr>
<td>28-1</td>
<td>Atlanta GA</td>
<td>Doubletree Atlanta Downtown</td>
<td>(404) 688-8600</td>
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<td>Las Vegas, NV</td>
<td>Harrah’s - Nevada</td>
<td>(702) 369-5000</td>
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<td>5-8</td>
<td>Pittsburgh PA</td>
<td>Marriott City Center Pittsburgh</td>
<td>(888) 456-6600</td>
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<td>18-21</td>
<td>Wichita KS</td>
<td>Best Western Wichita North</td>
<td>(316) 832-9387</td>
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### JUNE

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<td>Colorado Springs CO</td>
<td>Embassy Suites Colorado Springs</td>
<td>(719) 599-9100</td>
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<td>2-5</td>
<td>El Paso TX</td>
<td>Embassy Suites, El Paso</td>
<td>(915) 779-6222</td>
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<td>9-12</td>
<td>Winston Salem, NC</td>
<td>Marriott Winston-Salem</td>
<td>(336) 725-3500</td>
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<td>15-18</td>
<td>Honolulu HI</td>
<td>Hilton Hawaiian Village</td>
<td>(808) 949-4321</td>
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<td>16-19</td>
<td>Austin TX</td>
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<td>(512) 454-8004</td>
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<td>16-19</td>
<td>Nashville TN</td>
<td>Radisson Hotel</td>
<td>(615) 889-9090</td>
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<tr>
<td>23-26</td>
<td>Washington DC</td>
<td>National Law Enforcement Museum</td>
<td>(202) 737-3400</td>
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**SPECIAL NOTE: A 3-Day Reid Interview and Interrogation course will be offered:**
Nov 23-25  Orlando FL  3-day  Buena Vista Palace  (866) 397-6516
AND ADVANCED INTERROGATION™ 4-Day Courses

### JULY
- **7-10** Tucson AZ  
  Location: Westin LaPaloma  
  Phone: (520) 742-6000
- **14-17** Houston TX  
  Location: The Houstonian Hotel Club & Spa  
  Phone: (713) 685-6810
- **14-17** Ellicott City MD  
  Location: Turf Valley Conference Center  
  Phone: (410) 465-1500
- **21-24** Tallahassee FL  
  Location: Homewood Suites - Tallahassee  
  Phone: (850) 402-9400
- **27-30** Orlando/LBV FL  
  Location: Buena Vista Palace  
  Phone: (407) 827-2727
- **28-31** Indianapolis IN  
  Location: Hilton Garden Inn - IN Greenwood  
  Phone: (314) 888-8414

### AUGUST
- **4-7** Portland OR  
  Location: Residence Inn by Marriott Portland  
  Phone: (503) 552-9500
- **4-7** Louisville KY  
  Location: The Brown Hotel - KY  
  Phone: (502) 209-7346
- **11-14** Kansas City MO  
  Location: Courtyard by Marriott at Briarcliff  
  Phone: (800) 841-3300
- **18-21** Dallas TX  
  Location: Cooper Hotel & Conference Center-Guest Lodge  
  Phone: (972) 386-0306
- **18-21** Saint Louis MO  
  Location: Hilton St. Louis Downtown  
  Phone: (314) 554-7092
- **18-21** Phoenix AZ  
  Location: AZ POST Facility  
  Phone: (602) 721-3459
- **25-28** New Orleans LA  
  Location: Doubletree New Orleans  
  Phone: (504) 581-1300
- **25-28** Fargo ND  
  Location: Holiday Inn of Fargo  
  Phone: (701) 282-2700
- **25-28** Boston MA  
  Location: Wyndham - Beacon Hill  
  Phone: (617) 742-7630
- **31-3** Greenwood Village CO  
  Location: Doubletree - Denver Tech Center  
  Phone: (303) 779-6161

### SEPTEMBER
- **8-11** Philadelphia PA  
  Location: Courtyard Marriott Philadelphia South  
  Phone: (215) 644-9200
- **15-18** Atlanta GA  
  Location: Doubletree Atlanta Downtown  
  Phone: (404) 688-8600
- **22-25** Egg Harbor Twp NJ  
  Location: Atlantic County Police Training Center  
  Phone: (609) 407-6781
- **28-1** Las Vegas NV  
  Location: Harrah’s - Nevada  
  Phone: (702) 369-5000
- **29-2** San Diego CA  
  Location: Best Western PLUS Hacienda Hotel - Old Town  
  Phone: (619) 298-4707
- **29-2** Nashville TN  
  Location: Radisson Hotel  
  Phone: (615) 889-9090

### OCTOBER
- **6-9** Baltimore MD  
  Location: Holiday Inn-Inner Harbor  
  Phone: (410) 685-3500
- **6-9** Albuquerque NM  
  Location: Marriott Albuquerque  
  Phone: (505) 881-6800
- **13-16** Anaheim CA  
  Location: Business Expo Center - CA  
  Phone: (714) 978-9000
- **13-16** New York NY  
  Location: The Bailey Conference Center, Radisson Hotel  
  Phone: (212) 269-6400

### NOVEMBER
- **3-6** Southgate MI  
  Location: Holiday Inn - Southgate  
  Phone: (734) 283-4400
- **3-6** San Francisco CA  
  Location: Hyatt Centric Fisherman’s Wharf - SF  
  Phone: (415) 563-1234
- **9-12** Oakbrook Terrace IL  
  Location: Holiday Inn Chicago - Oakbrook Terrace  
  Phone: (630) 833-3600
- **18-20** Boston MA  
  Location: Wyndham - Beacon Hill  
  Phone: (617) 742-7630
- **17-20** Washington DC  
  Location: National Law Enforcement Museum  
  Phone: (202) 737-3400

### DECEMBER
- **1-4** Cincinnati OH  
  Location: Courtyard Midtown Rookwood  
  Phone: (513) 672-7100
- **1-4** San Antonio TX  
  Location: Courtyard SeaWorld -TX Westover Hills  
  Phone: (210) 509-3700

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### Discount Programs:
- Visit www.reid.com for complete details regarding Multiple Person Discounts, Reid Preferred Group of Association (RPGA) Discounts as well as GSA contract info.

### Courts Support the Core Values of THE REID TECHNIQUE®
- Always treat the subject with dignity and respect
- Always conduct interviews and interrogations in accordance with the guidelines established by the courts
- Do not make any promises of leniency or threats of harm or inevitable consequences
- Do not conduct interrogations for an excessively lengthy period of time
- Do not deny the subject any of their rights
- Exercise special cautions when questioning juveniles or individuals with mental or psychological impairments
In addition to hosting THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION® training program, you can host any of the following training programs at your location.

**THE REID TECHNIQUE OF INVESTIGATIVE INTERVIEWING AND POSITIVE PERSUASION™: A 3-day training program specifically designed for non-law enforcement personnel**

In order to meet the needs of those organizations and individuals who conduct investigative interviews but may not engage in accusatory interrogation, John E. Reid and Associates has developed a specialized three day training program entitled, THE REID TECHNIQUE OF INVESTIGATIVE INTERVIEWING AND POSITIVE PERSUASION™ (IIPP). This new training program consists of two phases.

- Phase One focuses on how to most efficiently and effectively conduct a non-accusatory investigative interview, and how to assess the credibility of the information that was developed during the interview.
- Phase Two of the process involves the use of REID SEVEN STEPS OF POSITIVE PERSUASION™ to motivate the subject to want to tell the truth regarding information they perceive as being incriminating.

This training program presents the most effective and reliable technique to resolve all types of investigations, including:

- Falsification of documents
- Regulatory violations
- Harassment
- Fraud
- Any violation of rules or regulations or any act of misconduct that needs resolution

PERFECT for the experienced or inexperienced interviewer, including:

- Regulatory Investigators
- Auditors
- CPAs
- Fraud Investigators
- Human Resource Professionals
- Anyone involved in fact-finding investigations

Visit www.reid.com for a complete list of our schedule of IIPP programs.

**THE REID TECHNIQUE OF INVESTIGATIVE INTERVIEWING AND POSITIVE PERSUASION FOR CHILD ABUSE INVESTIGATIONS™: 3 Days**

This is a specialized three day program designed for anyone who investigates child abuse and interviews alleged offenders including:

- Social Service
- Child Protection Worker
- Police Officer
- Child Advocate
- Prosecuting Attorney
- Medical Personnel
- Counselor

The curriculum is designed to be beneficial for new and even the most experienced investigator. The techniques will serve to improve your success in resolving child abuse investigations. Program topics include: Understanding the mind of an offender; BEHAVIOR SYMPTOM ANALYSIS™; The Reid Investigative Interview and the REID SEVEN STEPS OF POSITIVE PERSUASION™. Participants will see videos of alleged offenders as well as convicted offenders.

A fourth day can be added to this program:

- Physical and Neglect Child Abuse Injury Reconstruction Techniques

**Additional REID™ Training Programs:**

**Reid Military Instructional Program: 4 or 5 days**

The Reid military program for special operations, intelligence, counterintelligence, and HUMINT collection integrates the Reid “Behavior Analysis Interview” and “Nine Steps” with Army Field Manual 2-22.3 (“the Manual”) in the arts of detecting deception, tactical questioning, screening, debriefing, source contact operations, elicitation, liaison, and interrogation to fit the MOS of each specific audience.

The Reid Military Instructional Program differs from its counterpart law enforcement programs by:

- Focusing themes and behavior assessment for maximum effectiveness within target geographic areas of responsibility (AORs);
- Adapting instructional models to the risks/variables inherent within uncontrolled environments;
- Incorporating recognition and resistance against hostile interrogation/elicitation tactics;
- Including proactive intelligence collection in addition to after-action investigation; and
- Offering practical exercises that replicate actual circumstances faced down range.
• **HIRING THE BEST™ Program: 1 Day**
  An innovative training program designed to improve your applicant interviewing skills by teaching you proven methods to identify deception, encourage candidness and uncover more information.

• **Forensic Interviewing for Attorneys: 1 Day**
  Forensic Interviewing for Attorneys is a one-day CLE program which teaches field tested principles of: a) detection of deception through behavior symptom analysis; and b) non-coercive elicitation of information for use during suspect or witness interviews, depositions, jury selection and trial testimony. These principles are not taught within conventional law school curricula or CLE programs and are intended for use during questioning both of cooperative as well as adverse, hostile and reluctant witnesses. Actual case studies and videos bring life to the lecture material; and the program is presented by a practicing attorney with more than 35 years of experience interrogating criminal suspects.

*By hosting a REID™ training program the cost savings are substantial. For example, to host our 3-Day Course on THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION®, the cost would be $445 per person (a savings of $180 per person from the rate of $625) to attend one of our open enrollment programs. International programs may incur additional expenses. The hosting agency may also receive several free seats which further reduces the cost per person.*

**WE PROVIDE:**

✔ **Marketing and Registration Assistance:**
  We provide you with all the promotional brochures you need at no charge. Reid will also assist in the registration of all participants for the program.

✔ **Course Materials:**
  Each student will receive an extensive outline manual, as well as a certificate of course completion.

✔ **Instructors:**
  REID™ Courses are taught by twelve of our senior staff members; all are experts in THE REID TECHNIQUE® method with 25 to 35 years of interviewing and interrogation experience. This represents the largest and most experienced staff in the world.

✔ **Specialized Content:**
  John E. Reid and Associates can custom-design any of the training programs to meet the specific needs of your audience. It has been our experience that many organizations host a REID™ training program for their staff and then market the course to their colleagues in the surrounding area. This can increase the number of free seats that a host will receive.

✔ **International Programs:**
  John E. Reid and Associates has conducted numerous international training programs for a variety of sponsoring agencies throughout the world. We have translated our training course material on THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION® into Spanish.

*If your agency is interested in hosting a John E. Reid and Associates Training Program, please contact Julie Rock at 855-479-3959 or email at jrock@reid.com for details or for any additional information that you might need.*
To help investigators develop their interviewing and interrogation skills we have made all five of our audio training programs available for downloading. You can put the audio programs on your smartphone or mp3 player and listen to them at your convenience. You will also be able to view and print out the study guides that accompany each of the five audio programs.

The individual audio programs that you can download are:

- Employee Theft Investigations  $14.95
- Sexual Assault Investigations  $14.95
- Child Sexual Abuse Investigations  $14.95
- Harassment Investigations  $19.95
- Telephone Interviewing Techniques  $19.95

Reid Institute members receive free access to these online audio programs.

Another option we offer is $65.00 ANNUAL ONLINE AUDIO SUBSCRIPTION.

This subscription allows you to listen to all five of our audio training programs as often as you like (12 hours of audio programming). You will also be able to view and print out the study guides that accompany each of the five audio programs (225 pages of valuable information).
Listen to our senior instructors conduct interviews and interrogations using the REID BEHAVIOR ANALYSIS INTERVIEW™ and the REID NINE STEPS OF INTERROGATION® on the following audio training programs:

**EMPLOYEE THEFT**
- Learn how to develop interview questions and interrogation strategies for embezzlement, single incident thefts, and on-going thefts
- 3 CD set, 28-page Study Guide (110 min.)

**SEXUAL ASSAULT**
- Learn how to develop interview questions, interrogation strategies and profile sexual assault suspects for Acquaintance, Stranger and Gang Rapes
- Learn how to distinguish between real and fabricated claims of rapes
- 4 CD set, 52-page Study Guide (125 min.)

**CHILD SEXUAL ABUSE INVESTIGATIONS**
- Learn how to determine the truthfulness of alleged offenders
- Learn how to develop interviewing and interrogation strategies for child sexual abuse investigation
- 3 CD set, 28-page Study Guide (110 min.)

Program Price $45.00 ea.  
Reid Institute Price $40.00 ea.  
Download $14.95 ea.  
Retail Price $50.00 ea.

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**TELEPHONE INTERVIEWING TECHNIQUES**
- Learn how to detect deception during a phone interview
- Learn essential telephone interviewing guidelines that will improve the quality of information you elicit from the subject
- Exercises are presented at the conclusion of sections
- 4 CD set, 64-page Study Guide (180 min.)

**INTERVIEWING TECHNIQUES FOR HARASSMENT INVESTIGATIONS**
- Learn how to utilize and evaluate a written statement about the complaint
- Learn how to design the structure of the interview, including the use of appropriate clarifying, direct and follow-up questions
- Learn to assess the credibility of the statements made by the individuals involved.
- 3 CD set, 69-page Study Guide (180 min.)

Program Price $75.00 ea.  
Reid Institute Price $70.00 ea.  
Download $19.95 ea.  
Retail Price $90.00 ea.

*Members of THE REID INSTITUTE™ receive a free audio CD program with their membership.*
THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION®
This training program contains over 50 minutes of videotaped illustrations of THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION Techniques and over 60 pages of written material.

- Verbal and Non-Verbal Behavior Symptom Analysis – evaluating posture, eye contact, grooming gestures, attitudes, response content, denials and more.

- REID NINE STEPS OF INTERROGATION® – a thorough discussion of each of the nine steps is presented along with video examples demonstrating the techniques.

- REID BEHAVIORAL ANALYSIS INTERVIEW™ and the Psychology of Interviewing – distinction between the interview and interrogation, proper interview room setting, question phraseology, investigator demeanor, establishing rapport.

REID™ REVIEW SERIES:

EMPLOYEE THEFT CASE REENACTMENT
At the end of the day, $2,000 in cash is stolen from a deposit at a jewelry store. Two employees had immediate access to the deposit. View their interviews and determine which one stole the money. You will then see the interrogation of the guilty employee. The three videos run a total of 41 minutes.

CHILD SEXUAL ABUSE CASE REENACTMENT
TWO SEPARATE CASES. View the interview and make a determination of whether or not these subjects are guilty of the sexual abuse. You will see the interrogation of the deceptive suspect(s).

CASE #1: A babysitter is accused of fondling a young boy.
CASE #2: A man is accused of sexually abusing his 11-year-old niece.

The three videos run a total of 44 minutes.
HIRING THE BEST™: INTERVIEWING FOR INTEGRITY

This 45-minute video training program and application guide is designed to offer specific procedures on how to elicit truthful information from individuals applying for positions of public trust.

Interviewers Will Learn To Identify Candidates:
• Who lied about employment history
• Who used alcohol on the job
• Who used, bought, or sold illegal drugs
• Who stole from employers
• Who broke the law, but were not caught
• Who violated the public trust

Interviewers Will Learn How To:
• Create a truth-telling environment
• Psychologically prepare an applicant to feel comfortable discussing falsifications on their applications
• Ask direct questions properly
• Evaluate a candidate’s behavioral responses
• Ask follow-up questions to get the truth

HIRING THE BEST™: VERIFYING THE APPLICATION

This 60-minute video training program provides proven interviewing techniques and strategies that will make the job of selecting new employees easier, more efficient and less costly. The program contains 60 minutes of videotaped illustrations of interviewing techniques and over 60 pages of written material that details the techniques and strategies.

PART ONE: DEVELOPING AN INTERVIEW STRATEGY

PART TWO: EVALUATING THE APPLICANT’S BEHAVIOR

PART THREE: ASKING FOLLOW-UP QUESTIONS

PART FOUR: THE ENTIRE INTERVIEW
REID™ Audio CD & CD-ROM Packages

LAW ENFORCEMENT PACKAGE 5-PACK
A $250.00 Value for ONLY $175.00

The package contains 5 programs:
• Audio CD on employee theft investigations
• Audio CD on sexual assault interrogations
• Audio CD on child sexual abuse investigations
• CD-ROM program on THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION® methods
• CD-ROM program on HIRING THE BEST™: Interviewing for Integrity

Over seven hours of training and over 200 pages of text material.
Each course-program comes with its own study guide that expands on and reinforces the material.

PRIVATE SECTOR PACKAGE
A $195.00 Value for ONLY $145.00

The package includes:
• Employee Theft 3-CD set (audio) with E-book Study Guide
• Interviewing Techniques for Harassment Investigations 3-CD set (audio) with E-book Study Guide
• THE REID TECHNIQUE OF HIRING THE BEST™ for hiring job applicants CD-ROM

This all-inclusive package includes an excellent review of THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION® program. The Employee Theft CD contains a special CD of the REID NINE STEPS OF INTERROGATION® program.

You will also receive the Harassment CD that teaches how to conduct the interview of a complainant and respondent. Portions of 22 real life harassment interviews are presented to illustrate the principles. A full description of these programs can be found in the previous pages of this catalog.

Program Price $175.00
Reid Institute Price $160.00
Retail Price $199.00

Program Price $145.00
Reid Institute Price $135.00
Retail Price $175.00
ESSENTIALS OF THE REID TECHNIQUE – 2ND EDITION
By Fred E. Inbau, John E. Reid, Joseph P. Buckley and Brian Jayne

The updated second edition of the best-selling Essentials of THE REID TECHNIQUE: Criminal Interrogation and Confessions teaches readers how to identify and interpret verbal and nonverbal behaviors of both deceptive and truthful people, and how to move toward obtaining solid confessions from guilty persons using THE REID TECHNIQUE® methods. THE REID TECHNIQUE is built around basic psychological principles and presents interrogation as an easily understood nine-step process. Separated into two parts, What You Need to Know About Interrogation and Employing the REID NINE STEPS OF INTERROGATION®, this book will help readers understand the effective and proper way that a suspect should be interrogated and the safeguards that should be in place to ensure the integrity of the confession.

A FIELD GUIDE TO THE REID TECHNIQUE
By Brian Jayne & Joseph Buckley

This reference text offers detailed information applying THE REID TECHNIQUE® to unique and specific issues encountered during the course of an investigation.

- Chapter 1 Overview Of THE REID TECHNIQUE
- Chapter 2 Factual Analysis
- Chapter 3 Interview Room Setting and Environment
- Chapter 4 Basic Interviewing Procedures
- Chapter 5 Behavior Symptom Analysis
- Chapter 6 Psychological Aspects of Detection of Deception
- Chapter 7 Specialized Interviewing Techniques
- Chapter 8 REID NINE STEPS OF INTERROGATION®
- Chapter 9 Legal Aspects of Interviewing and Interrogation
- Chapter 10 False Confession Issues
- Chapter 11 Best Practices of THE REID TECHNIQUE®
- Chapter 12 Miscellaneous Topics
ANATOMY OF INTERROGATION THEMES, 2ND EDITION

THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION®

By Louis C. Senese

As times change, so do the types of crimes and methodology to obtain the truth from the offender. The most difficult aspect of the interrogation is Theme Development - this book will help you select the most effective themes to secure a legally acceptable confession. The 344 pages of the 2nd edition contain over 3,000 interrogation themes addressing over 70 offenses in addition to including an outstanding overview of the REID BEHAVIORAL ANALYSIS INTERVIEW™ and detailed description of the REID NINE STEPS OF INTERROGATION®. A definitive “field manual” for all investigators - law enforcement, military, intelligence and security personnel.

HOW TO IDENTIFY, INTERVIEW AND MOTIVATE CHILD ABUSE OFFENDERS TO TELL THE TRUTH (2ND EDITION)

By David M. Buckley

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